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B1131-A DIRECT =2 ORGANIC DIVIS.] FUNCTIG ⊥ FLUIDS FOR [ ] 1969 PAGE 166
01/22/70 PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG R	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-T-D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJR.-GRD.-GP.
		[redacted] PPO		1968		1969													1050-200-16
1637		.ST LAWRENCE SEAWAY MASSENA NY		.060															00136980
1637		.ST OLOF CORP NORTHFIE MN		.060		.065												.065	00137014
1635		.SUBSURFACE MACHINE DURANGO CO		1.30															00094846
1637		.SUNSTRAND AVIATION ROCKFORD IL		.120															10076919
1637		.TAMPA ARMATURE TAMPA FL		.360															10077893
1637		.TAMPA ELECTRIC CO TAFT FL		.130															00139823
1635		.TL WALKER BERING.T HOUSTON TX		.674															00144207
1637		.TMC SYSTEMS SPRINGFIELD VA		.065															00139777
1637		.STD TRNSFRMER WARREN OH		89.5															10075319
1637		.TRANSFORMER SERV DETROIT MI		.720		.720										.720			10080851
1637		.TRANSFORMER SERVICE MONROE MI				2.52					2.52								00196894
1637		.TRANTER MANUFACTUR LANSING MI		.240															00141135
1635		.WAGNER ELECTRIC ST LOUIS MO	100	98.5	100														10087279
1637		.UNION CARBIDE KOKOMO IND				1.35											1.35		10081785
1635		.UNION OIL PORT HUE CA		6.74															00142093
1637		.PRATT - WHITNEY MIDDLETOWN CT																	10064368
1637		.U S STEEL GARY INDIANA				.390			.390										10085233
1637		.UNIVERSAL AIRLINES DETROIT MI		.674															00143375
1635		.USAF ACCTGFIN OFF LOMPOC CA		.120															00142530
1635		U S ARMY HILL AFB UTAH		1.80															10083923
1637		U S GOVT PRTG WASH DC		.674															10084733
		PARENT CUST. TOT-US GOVERNMENT W		2.59															00163368
1637		.US METALS REFINING CARTERET [redacted]				1.35						1.35							00207667
1635		.US SMELT & REF & MIN FIERRO NM				2.02		2.02											00168092
1637		.A W WALKER FAIRVIEW VILLAGE PA				.130												.130	00181749
1637		.WESTINGHOUSE EL SU WILSON N C				.360										.360			00218715
1637		.WESTINE ELEC CATAWBA S C				20.2		20.2											00164070
1635		WESTINGHOUSE SEATT ANCHORAG AK		.120															00145068
1637		WESTINGHOUSE BIRMINGHAM ALA	20.0	14.2	20.0														10089875
1635		WESTINGHOUSE PHOENIX ARIZONA		26.3															10089387
1635		WESTINGHOUSE ELEC COMPTON CA	15.0	9.44	15.0	10.1				2.70	2.02						5.39		00145076
1635		WESTINGHOUSE ELEC EMERYVIL CA		.060															00145122
1635		WESTINGHOUSE EMERYVILLE CALIF	5.00	2.02	5.00	2.70		1.35					1.35						10089921
1635		WESTINGHOUSE CALIF FORESTHI CA		.120															00145343
1635		WESTINGHOUSE LIMA SAN DIEG CA		.674															00145106
1635		WESTINGHOUSE SACRAMENTO CALIF		.360															10089883
1635		WESTINGHOUSE ELEC DENVER COLO				.674	.674												00159271
1637		WESTINGHOUSE WILLIMANTIC [redacted]		.674															10089212
1637		WESTINGHOUSE SUPPL MILFORD DE		4.72															00144967
1637		WESTINGHOUSE PITTS-BALDWIN FL		1.80															00145203
1637		WESTINGHOUSE BALDWIN FLORIDA	12.0		12.0	24.9		3.4								21.6			10089549
1637		WESTINGHOUSE PITTS MIAMI FL		6.74															00145211

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